



Essential Guide to Device Leasing

DEVICES
Empowering the Digital Revolution



The Buyer's Guide to Device Leasing

Purchasing pcs, laptops, tablets and phones for your business can be expensive, time consuming and unpredictable. Getting rid of out of date, unreliable and unsupported devices isn't always straightforward either – so obsolete kit can easily start piling up.

Now there is a way to get the tech your business needs to thrive, kept up to date, and with zero waste, all at an affordable, set monthly cost; equipping your people to work anywhere, anytime; collaborating better, exceeding customer expectations and keeping you ahead of the competition.

The flexibility of a lease which allows you to refresh, retain or return your device at the end of the term (usually two or three years), is particularly beneficial when equipping teams with devices which routinely need upgrading. It's the purchase model that more and more companies are opting for, according to Gartner, who estimate that by next year, 30% of business devices will be purchased through an opex model.

Would Your Organisations Benefit From Leasing?

Your organisation is unique, however one similarity shared with practically every other business is the crucial role played by technology.

It's the key driver in the need to provide the fit-for-purpose IT hardware required to realise your specific vision, goals and strategies. Small or large, owner-managed or plc, new business or long established, leasing is increasingly the option of choice for organisations of all sizes and across all sectors.

Leasing – The 5 Steps



Step 1

Choose from our wide range of devices, including phones and tablets, laptops and desktops, then talk to our Leasing Specialists to complete the leasing documentation.



Step 2

Chess will forward the application to the finance provider for review and authorisation, a process which usually takes 24 - 48 hours.



Step 3

Once the application has been accepted, we'll send you your leasing documentation for you to e-sign. This will then be submitted automatically to the lessor, usually along with the first payment.



Step 4

Once the signed documents and first payment have been received, we'll confirm that the lease is in effect.



Step 5

You'll normally receive your device within 5 working days, along with the Delivery Certificate, which can be e-signed your technical and budget requirements.



Top 7 Reasons To Lease

1. Cost of Obsolescence

All technology will eventually become obsolete. When you lease a device, you're effectively handing over the financial cost of that obsolescence to the leasing company, and in return gaining access to the latest technology and most efficient equipment.

2. Compliance and Security

Organisations running legacy hardware are increasingly vulnerable to cyber attack. Once operating systems are no longer being supported and patching stops, devices become targets of cybercriminals.

3. Predictable Expenditure and Greater Cash Flow Control

The purchase of computer equipment represents substantial expenditure – a capital outlay that may be needed elsewhere in the business. Leasing preserves cashflow whilst still ensuring your people still have the tech that they need.

4. Scalability

There'll be times when you need to react to changing market conditions, for example by taking on additional staff, or equipping existing teams with new or different technology. You'll need timely access to devices designed support the user, rather than make do with legacy devices.

5. Speed and Efficiency

As assets such as laptops and desktops age, they can start to become less reliable, impacting on productivity and pushing up

maintenance costs. Up to date technology can reduce the time lost through hardware and software problems.

6. Profitability

Technology is at the heart of most businesses, and as we move to digital and cloud based apps, this will be increasingly key to business success. Equipment which is not fit for purpose can have a detrimental effect on performance and productivity, and ultimately, profitability.

7. Easy Disposal and Secure Data Erasure

Getting rid of your legacy IT hardware when it has come to the end of its useful life isn't always easy. You can't just throw a computer away, with disposal methods obliged to abide by WEEE rules. Options include choosing a charity which will refurbish the device, recycle via the hardware company itself or handover the process to a professional IT recycling company. All of these options, however, take time to research – with the added concern of not necessarily knowing what becomes of your device.

Leased devices are simply returned to the leasing company, who then safely and securely purge all data, before recycling and in cases reselling devices onwards. You will receive the appropriate documentation, certifying that any data on the device has been erased, as required for compliance and GDPR purposes.

Leasing – Weighing up the Pros and Cons

	Pros	Cons
Cost	Overall cost is generally lower when leasing a Chess Device, with the total cost over the period of the lease normally less than the Recommended Retail Price.	-
Ease of Purchase	Purchasing equipment for cash is quicker and easier than leasing.	Leasing companies may require financial information to be provided and a contract will be drawn up between you.
Maintenance	Devices are refreshed on a regular basis, so maintenance costs on newer models should be lower.	With ownership comes control over maintenance, so you're not obliged to keep equipment functioning to the same standard as a leasing company may require. This may, however, impact on the device's – and your people's – productivity.
Equity	You're not holding any equity, as the device is returned at the end of the lease in order to be sold on by the leasing company.	You're able to sell the equipment should it become redundant, releasing equity, however the equity diminishes rapidly with age.
Obsolescence	Leasing for a fixed term enables you to upgrade regularly, without accumulating obsolete hardware.	You may end up with obsolete technology if you are using equipment that doesn't have a long usable product life.



What Happens When The Lease Is Up?

Refresh

After two years you'll be able to upgrade to a new device. There's no renewal fee, no end of lease fee, and you'll have a choice of the latest models and devices. Any data on your original device will be erased securely.

Want to upgrade before the lease is up? No problem, simply give us a call. Termination fees may apply, and these can be rolled into your next lease agreement.

Retain

At the end of the lease term, you may want to opt to keep your device, at a fair market value.

Return

You'll be contacted in good time, to ensure any data is securely migrated off the existing device. Your device will then be securely erased in accordance with WEEE regulations, and a certificate issued. There's no end of lease fee to pay.

At The End of The Lease

Are there conditions attached to the return of the device?

It's important that devices are returned in an acceptable condition at the end of the lease. Please read the terms and conditions for full details.

How much notice will I get that the lease is coming to an end?

You'll get three month's notice, during which time we'll be in contact to discuss whether you'd like to refresh, retain or return your device.

What happens if I want to end the lease early?

Contact us if you need to end the lease early to discuss options and any additional costs payable.

What happens to any data stored on the device?

All data is securely erased from the device, so we recommend that all data is saved to cloud based applications. Our Chess specialists can help advise options for migrating to the cloud.

What happens to the device?

Once securely erased, devices are recycled for further use. Any assets that cannot be sold on are recycled in compliance with the Waste Electrical and Electronic Equipment (WEEE) directive.

Frequently Asked Questions

Purchasing

How long will the process take?

The process can be as quick as 2-3 days, depending on availability.

Are credit checks carried out?

Our finance provider will carry out credit checks in order to approve funding.

What are the terms and conditions?

Terms and conditions can be found here.

Are there extra charges?

There's no start or end of lease fee to pay, however you will need to cover the cost of delivery and also the return of the device.

Do I need insurance?

You must ensure that the leased devices are adequately insured. Your Business Insurance may provide appropriate cover.

Cost

Is it cheaper to lease or to buy?

The total cost of the lease, over the whole of the lease period, will be less than the RRP of the device at time of purchase.

Do payments rise or fall with inflation?

Your monthly payments are fixed at the beginning of the lease, and will not fluctuate during the term of the lease.

Delivery

When will I receive the equipment?

Within 2-3 working days of the agreement being approved.

Next Steps

To make sure you've got the right tools to embrace new challenges, it's crucial to invest in the right technology and expertise. Chess is one of the UK's leading technology solutions providers and we've helped organisations like yours

grow, through proven technology and expert advice. This allows you to grow and work from anywhere, safeguard your organisation and connect with your customers and stakeholders with ease.

Get in touch now to discuss your device requirements, and empower your digital revolution.

✉ sales@chessICT.co.uk ChessICT.co.uk